

## CONTRACT



**WOIO**  
**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

And:

**Target Enterprises**  
**16501 Ventura Blvd**  
**#515**  
**Encino, CA 91436**

<u>Contract / Revision</u> 810790 /		<u>Alt Order #</u> 06023737
<u>Product</u> <b>NAT'L ASSO. MANUFACT</b>		
<u>Contract Dates</u> <b>08/20/12 - 09/07/12</b>		<u>Estimate #</u>
<u>Advertiser</u> <b>National Association of Manufacturers</b>		<u>Original Date / Revision</u> 08/31/12 / 08/31/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>WOIO</b>	<u>Account Executive</u> Mary McCue	<u>Sales Office</u> Telerep-Los Ang
<u>Special Handling</u> Cash In Advance		
<u>Demographic</u> Adults 50+		
<u>IDB#</u>	<u>Advertiser Code</u> TARGET	<u>Product Code</u> NAT' ASS.
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WOIO	08/20/12	08/31/12	Price is Right	11a-12p		:30			NM	6	\$3,150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				5	\$525.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	08/20/12-08/26/12	Price is Right	11a-12p	MTuWThF----	:30		<del>\$525.00</del>	NM		
				Credited								
	2	WOIO	08/20/12-08/26/12	Price is Right	11a-12p	MTuWThF----	:30		<del>\$525.00</del>	NM		
				Credited								
	3	WOIO	08/20/12-08/26/12	Price is Right	11a-12p	MTuWThF----	:30		<del>\$525.00</del>	NM		
				Credited								
	4	WOIO	08/20/12-08/26/12	Price is Right	11a-12p	MTuWThF----	:30		<del>\$525.00</del>	NM		
				Credited								
Week:		08/27/12	09/02/12	MTWTF--				5	\$525.00			
E 2	WOIO	09/03/12	09/04/12	Price is Right	11a-12p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MT-----				2	\$525.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WOIO	09/03/12-09/09/12	Price is Right	11a-12p	MTu-----	:30		<del>\$525.00</del>	NM		
				Credited								
3	WOIO	08/20/12	08/31/12	Action News at Noon	12-1230p		:30			NM	10	\$4,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				5	\$475.00			
Week:		08/27/12	09/02/12	MTWTF--				5	\$475.00			
4	WOIO	08/20/12	08/31/12	Action News at 5p	5-6p		:30			NM	10	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				5	\$700.00			
Week:		08/27/12	09/02/12	MTWTF--				5	\$700.00			
5	WOIO	08/20/12	08/31/12	Action News at 6p	6-630p		:30			NM	10	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				5	\$700.00			
Week:		08/27/12	09/02/12	MTWTF--				5	\$700.00			
6	WOIO	09/03/12	09/04/12	Action News at 6p	6-630p		:30			NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**WOIO**  
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**Cleveland, OH 44114**  
**(216) 771-1943**

<u>Contract / Revision</u> 810790 /		<u>Alt Order #</u> 06023737
<u>Contract Dates</u> <b>08/20/12 - 09/07/12</b>		<u>Product</u> NAT'L ASSO. MANUFAC
<u>Advertiser</u> <b>National Association of N</b>		<u>Estimate #</u> 
		<u>Original Date / Revision</u> 08/31/12 / 08/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MT-----				2	\$700.00			
7	WOIO	08/21/12	09/04/12	Tue Hour 1	8-9P		:30			NM	3	\$10,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	- 1-----				1	\$3,500.00			
Week:		08/27/12	09/02/12	- 1-----				1	\$3,500.00			
Week:		09/03/12	09/09/12	- 1-----				1	\$3,500.00			
8	WOIO	08/28/12	09/04/12	Tue Hour 3	10-11P		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	- 1-----				1	\$3,000.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WOIO	08/27/12-09/02/12		Tue Hour 3	10-11P	- Tu-----	:30		<del>\$3,000.00</del>	NM		
Credited												
Week:		09/03/12	09/09/12	- 1-----				1	\$3,000.00			
9	WOIO	08/23/12	08/30/12	Thur Hour 3	10-11p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	--- 1---				1	\$3,000.00			
Week:		08/27/12	09/02/12	--- 1---				1	\$3,000.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
2	WOIO	08/27/12-09/02/12		Thur Hour 3	10-11p	---- Th----	:30		<del>\$3,000.00</del>	NM		
Credited												
10	WOIO	08/26/12	09/02/12	Sun Hour 1	7-8p		:30			NM	2	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	----- 2				2	\$3,500.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
3	WOIO	08/20/12-08/26/12		Sun Hour 1	7-8p	----- Su	:30		<del>\$3,500.00</del>	NM		
Credited												
Week:		08/27/12	09/02/12	----- 1				1	\$3,500.00			
11	WOIO	08/26/12	09/02/12	CBS Sunday Morning	9-1030a		:30			NM	3	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	----- 3				3	\$450.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
3	WOIO	08/20/12-08/26/12		CBS Sunday Morning	9-1030a	----- Su	:30		<del>\$450.00</del>	NM		
Credited												
4	WOIO	08/20/12-08/26/12		CBS Sunday Morning	9-1030a	----- Su	:30		<del>\$450.00</del>	NM		
Credited												
Week:		08/27/12	09/02/12	----- 2				2	\$450.00			
12	WOIO	09/03/12	09/04/12	Action News at Noon	12-1230p		:30			NM	2	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MT-----				2	\$475.00			
13	WOIO	08/27/12	08/31/12	Price is Right	11a-12p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	MTWTF--				2	\$525.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
2	WOIO	08/27/12-09/02/12		Price is Right	11a-12p	MTuWThF----	:30		<del>\$525.00</del>	NM		
Credited												
E 14	WOIO	09/03/12	09/04/12	Price is Right	11a-12p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MT-----				2	\$525.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WOIO	09/03/12-09/09/12		Price is Right	11a-12p	MTu-----	:30		<del>\$525.00</del>	NM		
Credited												

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<u>Original Date / Revision</u> 08/31/12 / 08/31/12		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
15	WOIO	09/02/12	09/02/12	Sun Hour 1	7-8p		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----1				1	\$3,500.00			
16	WOIO	08/26/12	08/26/12	Sun Action News at 7a	7-9a		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S				2	\$200.00			
17	WOIO	08/26/12	08/26/12	SU Action News at 630p	630-7p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S				1	\$500.00			
18	WOIO	08/28/12	08/28/12	CBS Special	1058p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-1-----				1	\$3,000.00			
D 19	WOIO	08/30/12	08/30/12	CBS Special	1058p		:30			NM	0	\$0.00
20	WOIO	08/28/12	08/31/12	Action News at 4p	4-5p		:30			NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				1	\$450.00			
21	WOIO	08/28/12	08/31/12	America Now	9-10a		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				1	\$75.00			
N 22	WOIO	09/03/12	09/03/12	US Open 3rd & 4th Round	11a-6p		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				3	\$175.00			
N 23	WOIO	09/07/12	09/07/12	US Open Semi Finals	1230-6p		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				3	\$175.00			
D 24	WOIO	09/05/12	09/07/12	Price is Right	11a-12p		:30			NM	0	\$0.00
N 25	WOIO	09/03/12	09/03/12	Mon Hour 3	10-11P		:30			NM	1	\$2,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$2,300.00			
N 26	WOIO	09/03/12	09/05/12	Action News at 6p	6-630p		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTW----				1	\$700.00			
<b>Totals</b>											<b>68</b>	<b>\$62,650.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/26/12	23	\$21,250.00	\$18,062.50
08/27/12 - 09/07/12	45	\$41,400.00	\$35,190.00
<b>Totals</b>	<b>68</b>	<b>\$62,650.00</b>	<b>\$53,252.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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